

Message Text

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21

ACTION SS-30

INFO OCT-01 ISO-00 /031 W

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R 220615Z JUL 74

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 7422

S E C R E T TEHRAN 6020

EXDIS

E.O. 11652: GDS

TAGS: MASS, IR, PINR

SUBJ: FAIRCHILD CAMERA CORP POSSIBLE SALE OF INTELLIGENCE SYSTEM

1. ALEXANDER RAFFIO, FAIRCHILD CAMERA AND INSTRUMENT COPR RESIDENT REP, CALLED ON EMBOFF JULY 21 TO ASK THAT APPOINTMENT BE MADE WITH GEN TOUFANIAN AT GENERAL'S REQUEST TO DISCUSS FAIRCHILD PROPOSAL FOR COMPLETE INTELLIGENCE SYSTEM, INCLUDING AERIAL PHOTOGRAPHIC INTELLIGENCE CAPABILITY. RAFFIO, WHO WAS VAGUE AND FORGETFUL THROUGHOUT CONVERSATION, SAID PROPOSAL WAS ONLY A CONCEPT AT PRESENT BUT WOULD INCLUDE SALE OF CAMERAS AND OTHER EQUIPMENT AND STRAINING AND SUPPORT PACKAGE. EQUIPMENT WOULD BE LIMITED TO MILITARY CAMERAS, AND WOULD NOT INCLUDE "SPOOK AGENCY STUFF". HE SAID TOTAL COSTS COULD EXCEED \$100 MILLION. FAIRCHILD WAS BEING SPONSORED BY "USG"; HE COULD NOT SPECIFY AGENCY. ANOTHER FIRM WAS UNDERTAKING SIMILAR PROJECT IN SAUDI ARABIA, ALSO PURSUANT TO ASSIGNMENT BY USG.

2. AT SUGGESTION OF "USG", FAIRCHILD HAD RETAINED "ECONOMIC ADVISER" SAFEH SADRI, WEALTHY PRIVATE IRANIAN, WHO HAD ARRANGED FOR INITIAL MEETING WITH TOUFANIAN WHEN LOUIS PIGHI, FAIRCHILD VICE-PRESIDENT, VISITED TEHRAN SEVERAL MONTHS AGO. RAFFIO SAID TOUFANIAN HAD DIRECTED THAT FAIRCHILD DISCUSS PROPOSAL WITH NO ONE IN IRAN, EITHER AMERICAN OR IRANIAN. IRANIAN AIR FORCE HAD NOT BEEN CONTACTED. EMBOFF CAUTIONED AGAINST USE OF AGENTS, BECAUSE OF TOUFANIAN'S PROHIBITION AGAINST FEES AND HIS SENSITIVITY OVER INVOLVEMENT OF CIVILIANS IN CLASSIFIED PROJECTS.

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3. RAFFIO SAID HE WOULD BE RETURNING TO STATES IN ABOUT TEN DAYS.

HE ESTIMATED 8-9 MONTHS BEFORE CONTRACT SIGNING.

4. WE WOULD LIKE DEPARTMENT'S ASSISTANCE IN ASCERTAINING:

(A) WHO, IF ANYONE, IN USG HAS AUTHORIZED FAIRCHILD TO MAKE SENSITIVE PROPOSALS TO GOI. IF SUCH AUTHORIZATION EXISTS, WE WOULD LIKE TO KNOW, AS APPROPRIATE, WHAT IS INCLUDED AND WHAT IS EXCLUDED AND WHAT ARE EMBASSY'S MONITORING RESPONSIBILITIES. WE UNDERSTAND THAT FAIRCHILD IS ALSO WORKING ON PROPOSALS FOR ANTI-INTRUSION SYSTEMS AND SURVEILLANCE AND WIRE-TAPPING EQUIPMENT.

(B) EXACTLY WHAT FAIRCHILD IS DOING IN IRAN. WE HAVE TRIED WITHOUT SUCCESS TO GET FACTS FROM RAFFIO, BUT DEPARTMENT MAY BE MORE SUCCESSFUL WITH SENIOR COMPANY OFFICIALS.

5. WE SHALL CAREFULLY AVOID ANY ENDORSEMENT OF FAIRCHILD IN SPEAKING TO TOUFANIAN.

HELMS

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NNN

Message Attributes

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